

Message Text

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PAGE 01 KUWAIT 04195 031215Z

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ACTION EB-11

INFO OCT-01 NEA-10 ISO-00 SS-20 CIAE-00 INR-10 NSAE-00

RSC-01 DRC-01 /054 W

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FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 8206

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY MANAMA

UNCLAS KUWAIT 4195

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: FY 1974 TRADE MISSIONS

REF: (A) STATE 235429 (B) KUWAIT 3976

1. DEPENDING ON POLITICAL AND DIPLOMATIC DEVELOPMENTS
FO NEXT FEW MONTHS WE PRESENTLY BELIEVE WATER RESOURCES
AND COMMUNICATIONS EQUIPMENT TRADE MISSIONS, WILL RPT
WILL BE ABLE TAKE PLACE IN KUWAIT AS SCHEDULED NEXT
SPRING. WE BELIEGE ON BALANCE, HOWEVER, THAT EDUCATIONAL
EQUIPMENT TRADE MISSION SHOULD NOT TAKE PLACE NEXT
JANUARY.

2. WE ALSO ENCOURAGED BY OVERALL 'BUSINESS AS USUAL'
ENVIRONMENT IN KUWAIT AND BY SEVERAL CONTRACTS RECENTLY
AWARDED TO AMERICAN FIRMS. THERE HAS BEEN VIRTUALLY
NO PUBLICITY ABOUT THESE CONTRACTS AND SO FAR THEY HAVE ESCAPED
PUBLIC CRITICISM BY POTENTIALLY HOSTILE ELEMENTS.
TRADE MISSION, IN CONTRAST, COMING TO KUWAIT IN JANUARY
SHORTLY AFTER PEACE TALKS PRESUMABLY HAVE BEGUN AND
DELICATE POLITICAL ISSUES ARE HIGH IN PUBLIC MIND,
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PAGE 02 KUWAIT 04195 031215Z

COULD ATTRACT WRONG KIND OF ATTENTION TSITSELF.

WE FEEL THAT RESULTING ATMOSPHERE WILL NOT BE CON-
DUCIVE TO SUCCESSFUL TRADE MISSION, ESPECIALLY FOR
BUSINESSMEN WHO ARE UNFAMILIAR WITH KUWAIT. MOREOVER
WE CAN NOT BE CERTAIN OF BEING ABLE ENLIST COOPERATION
KEY MIN ED AND KUWAIT UNIVERSITY OFFICIALS.

3. WE AGREE WITH ABU DHABI THAT IT WOULD BE MORE
PROFITABLE AT THIS TIME FOR TRADE MISSION MEMBERS
WHO WISH TO DO SO TO COME TOKUWAIT INDIVIDUALLY
AND NOT UNDER AUSPICES OF US SPONSORED TRADE MISSION.
DURING PAST FEW DAYS, MR. EL-WAILLI WHO WAS SLATED
TAKE PART IN EDUCATION EQUIPMENT TRADE MISSION
AS ORIGINALLY PLANNED, VISITED KUWAIT ON HIS OWN AND
WAS ABLE QUIETLY CONTRACT NEARLY \$50,000 WORTH OF
BUSINESS AND SELECT AGENT.

4. RECOMMENDATION: EMBASSY RECOMMENDS THAT INTERESTED
MEMBERS OF EDUCATIONAL EQUIPMENT TRADE MISSION VISIT
KUWAIT INDEPENDENTLY AND NOT REPEAT NOT UNDER THE
AUSPICES OF U.S. GOVERNMENT TRADE MISSION. THEY WILL,
OF COURSE, HAVE FULL SUPPORT OF EMBASSY IN MAKING
APPOINTMENTS AND MEETING WITH KUWAITI OFFICIALS AND
BUSINESSMEN. ALTERNATIVELY, WE RECOMMEND THAT
EDUCATIONAL EQUIPMENT TRADE MISSION BE POSTPONED UNTIL
FY 75. IF OTHER POSTS IN AREA RECOMMEND THAT TRADE
MISSION COME TO THE REGION, HOWEVER, WE WILLING DGR
MISSION COME TO KUWAIT.
STOLTZFUS

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